

EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Clear Channel Communications

SECTION I - Approval Requests:

Background: We are putting two options together for Clear Channel. One option is based on Ala Carte pricing and the other option is based on the E-Business suite pricing. The Ala Carte option represents NL of \$2.1MM and the E-Business Option represents NL of \$3.2 MM.

HOAPP Requests:

1. Price hold of deal discount size minus 5% for 3 years – for Ala Carte contract and for the eBusiness Suite
2. Majority owned subs (> 50%) without exhibit –subs do not sign in writing –customer binds. (E-business Suite)
3. 89% discount on e-business suite for NL of \$3,247,200
4. 79% discount on Ala Carte for NL of \$2,157,300
5. For both options, flatline support years 1-3 with 5% cap years 4 & 5.

TIER 1 Requests:

1. Price hold of deal discount size minus 5% for 3 years – for Ala Carte contract and for the eBusiness Suite.

TIER 2 Requests:

- 1 Majority owned subs (> 50%) without exhibit – subs do not sign in writing- customer binds. (Mary Anne Gillespie)

SECTION II – Deal Summary:

Deal Summary	
Programs	Ala Carte: Fin Apps, HR, Payroll, Financial Intelligence E-Business: E-business Suite, Payroll, 9ias, IDS
License Discount	Ala Carte: 79% (ebiz+ 54%) E-Business: 89% (ebiz+ 64%) 9iAS at store
Support Discount	Ala Carte: 79% (ebiz+ 54%) E-Business: 89% (ebiz+ 64%) 9iAS at store
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO and Priscilla Morgan for review.
Support Options/Holds	Ala Carte: 3 years flatline with 5% cap in years 4 and 5 E-Business: 3 years flatline with 5% cap in years 4 and 5
Price Holds	Ala Carte: 3 years E-Business: 3 years
List License	Ala Carte: \$10,170,000 E-Business: \$29,520,000
List Support	Ala Carte: \$2,237,400 E-Business: \$6,494,400
List Comp & Admin	
Net License	Ala Carte: \$2,157,300



	E-Business: \$3,247,200
Net Support	Ala Carte: \$ 474,606 E-Business: \$ 714,384
Net Comp & Admin	
Net Total Price	Ala Carte: \$2,631,906 E-Business: \$3,961,584
Price List Used	E-Business Global Price List September 6, 2002

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	No
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification:

Clear Channel Worldwide is in the process of making a major ERP and CRM decision. The size of this transaction will be between \$2.1 and \$3.2 million in net application revenue. We are in heavy competition with PeopleSoft, Microsoft and Siebel. David Wilson, the CIO, has expressed concerns about Oracle's contracts and our pricing practices based on what he is reading in the press and from analyst such as Gartner. For this reason, he will expect our contract to reflect options such as price holds and worldwide language that will help shield Clear Channel from unseen changes in pricing practices.

Clear Channel has shared with us that our option for Fin Apps, HR and Payroll is excessively higher than PeopleSoft. We understand that when combining PeopleSoft's number with Siebel's number for a complete solution that our E-business pricing is significantly higher than our competitors.

On another front, Clear Channel is considering Microsoft for the data base (Clear Channel is a heavy user of Microsofts products). Although we have made tremendous strides in helping Clear Channel truly understand the significance of our Technology, the initial price differential is significant if they would choose Microsoft for the underlying technology.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *Lori Silvestri (ASM) and Steve Johnson (AVP)*

Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date):	09/09/02
Opportunity I.D. (OSO Number):	866894 and 877931
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	November 30, 2002
Partner (insert name, if applicable)?	N/A
VAD (insert name, if applicable)?	Margin or % of net license fees _____
MIGRATIONS OR UPDATES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 Other (Specify) _____
Referenced Agreement:	Last purchase in May 2001 the customer referenced version # 31 of our standard OLSA

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Clear Channel Worldwide
Business Address:	200 East Basse Road
City / State / Zip:	San Antonio, Texas 78209
Customer Contract Admin:	David Wilson
Phone #:	210-822-2828
Fax #:	210-832-3432
E-mail ID:	davidwilson@clearchannel.com
Billing Contact:	David Wilson
(Partner/VAD if Indirect):	
Address:	(SAME AS ABOVE)
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt X
Shipping Contact:	David Wilson
Address:	SAME AS ABOVE
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	Ace Horan
Address:	SAME AS ABOVE
City / State / Zip:	
Phone #:	210-832-3336
Fax #:	210-832-3432
Email ID:	acehoran@clrearchannel.com
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____ NA _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: HP UX

OS: UNIX

PROGRAMS: Ebusiness, Financials, HR, Payroll, Projects, CRM

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Applications	
Will applications be modified:	Yes X No
Will users be accessing modified Apps from the web:	Yes X No
Have all prerequisites been included:	Yes X No
Will users use Fast Forward RPM:	Yes X No
Will applications be hosted:	Yes No
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Lori Silvestri
Technology Sales Manager	Heid Restivo
Account Manager	
iSD Rep	Michael Petters/ Pete Foto
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Is there a teaming agreement?	X No
Requester:	Name: Lori Silvestri Business Telephone: 281-851-5178 Cell Phone: 281-851-5178